

Message Text

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PAGE 01 STATE 178512
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 CIAE-00 INR-07 NSAE-00
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-----015131 300931Z /21

R 292100Z JUL 77
FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN

UNCLAS STATE 178512

E.O. 11652: N/A

TAGS: BEXP, IR

SUBJECT: UEC BID ON CONTINUOUS CASTER FOR BANDAR ABBAS
STEEL COMPLEX

1. USSTEEL SUBSIDIARY, USS ENGINEERS AND CONSULTANTS INC.
(UEC), SUBMITTED BID EARLY THIS YEAR FOR CONTINUOUS SLAB
CASTING MACHINES FOR BANDAR ABBAS STEEL COMPLEX. DEMAG
OF DUSSELDORF ALSO SUBMITTED BID. ACCORDING TO UEC,
COMPANY OFFICIALS WERE TOLD BY DR. KAMYAB AND MR. TAVAKOLI
(NISIC), IN TEHRAN WEEK OF APRIL 11, THAT USSTEEL CONTINU-
OUS SLAB CASTER WAS SUPERIOR IN DESIGN, PERFORMANCE AND
QUALITY TO COMPETITOR'S CASTER WHICH IS CURVED MOLD DESIGN.

2. UEC HEARD WEEK LATER THAT NISIC HAD CHOSEN CURVED MOLD
DESIGN CASTER AS RECOMMENDED BY KRUPP WHICH WAS ACTING
IN ADVISORY CAPACITY. APRIL 22, R.M. GUTTSHALL, JR., VICE
PRESIDENT, UEC, SENT LETTER TO DR. AMIN, MANAGING DIRECTOR
NISIC, (COPY BEING POUCHED) WHICH GOES INTO DETAIL ON
SUPERIORITY AND PRICE COMPETITIVENESS OF UEC BID AND WEL-
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COMES OPPORTUNITY TO DISCUSS PROPOSAL FURTHER BEFORE FINAL
DECISION IS MADE. AMIN HAS NOT REPLIED TO GUTTSHALL'S
LETTER.

3. REQUEST EMBASSY LOOK INTO STATUS OF UEC PROPOSAL,
WHICH WAS MADE IN JOINT VENTURE WITH LICENSEE INNOCENTI
OF ITALY. IF NISIC HAS NOT MADE FINAL DECISION, CONVEY

AS APPROPRIATE, UEC'S WILLINGNESS TO VISIT IRAN AND DISCUSS MATTER FURTHER. IF FINAL DECISION HAS BEEN MADE IN FAVOR OF DEMAG, UEC WOULD LIKE TO KNOW WHY IN VIEW OF SUPERIORITY OF THEIR MACHINE ACKNOWLEDGED BY NISIC'S OWN TECHNICAL PEOPLE.

4. COMMENT: THOUGH EQUIPMENT WILL BE MANUFACTURED IN ITALY IF UEC BID IS ACCEPTED, THERE WOULD BE SOME RETURN TO U.S. FOR SERVICES. EVEN THIS SLIGHT ADDITION TO U.S. PRESENCE IN IRANIAN STEEL INDUSTRY WOULD BE HELPFUL. VANCE

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Message Attributes

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Sent Date: 29-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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